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State of Montana
Department of Livestock
Centralized Services Division

Recap of Milk Receipts & Utilization in Montana

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Semi-Annual Report
July - December 1996

Annual Report
January - December 1996

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Compiled by the:

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THE TABLES IN THIS REPORT ARE A RESULT OF AUDITED FIGURES TAKEN FROM MILK PROCESSING PLANT RECORDS AND ACCURATELY REFLECT PRODUCTION AND SALES OF FLUID MILK IN MONTANA FOR THE PERIOD COVERED.

FOR MORE INFORMATION WRITE OR CALL:

MILK CONTROL BUREAU
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HELENA, MT 59620-2001

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Statistical Technician	Jeffrey Boyer

INFORMATION FOR THE SECOND HALF YEAR 1996

The Montana producers information is derived from audited figures that are compiled by the auditors from the Montana Milk Control Bureau. The following prices represent payment before freight allowances from farm-to-plant were withheld.

	TOTAL PRODUCTION	QUOTA MILK AT TEST
Pounds of Milk	**147,923,119**	**137,168,541**
Average Weighted Test	**3.56%**	**3.57%**
Producer Receipts (gross)	**$23,491,396**	**$22,298,640**
Average Weighted Blend Price	**$15.88**	**$16.26**
Average Fat Blend Price	**$1.328**	**$1.3388**

License Application Information

This information was taken from license applications that were issued for the period **July 1, 1996** through **June 30, 1997**.

6 in-state distributors or processors
20 out-of-state distributors
72 in-state jobbers

8 import jobbers
2 producer-distributors
159 producers

There were **15,503** grade 'A' dairy animals in Montana which include:

Montana Producers **15,474** cows
Montana Producer-Distributors **29** cows

The **15,474** dairy animals owned by Montana producers produced an average of **9,559** pounds each for this six-month period.

TOTAL MILK RECEIPTS IN MONTANA

SECOND HALF YEAR 1996

****TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PRODUCERS** **147,923,119 POUNDS**

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	107,047,423	72.37%	1,879,358
CLASS II	14,606,480	9.87%	779,985
CLASS III	26,269,216	17.76%	2,612,471
TOTAL	**147 923,119**	**100.00%**	**5,271,814**

****TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST** **99,788 POUNDS**

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	78,088	78.25%	2,384
CLASS II	0	0.00%	0
CLASS III	21,700	21.75%	868
TOTAL	**99,788**	**100.00%**	**3,252**

***TOTAL POUNDS OF GRADE 'A' MILK IMPORTED** **24,789,336 POUNDS**

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	14,685,192	59.24%	759,231
CLASS II	8,532,215	34.42%	492,941
CLASS III	1,571,930	6.34%	293,023
TOTAL	**24,789,336**	**100.00%**	**1,545,195**

TOTAL MILK RECEIVED FROM UNGRADED GRADE 'B' SOURCES **101,555 POUNDS**

TOTAL UTILIZATION OF UNGRADED SOURCES:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**101,555**	**100.00%**	**3,613**

TOTAL RECONSTITUTION (skim powder and water) **10,419 POUNDS**

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**10,419**	**100.00%**	**0**

***TOTAL MILK FROM ALL SOURCES** **172,924,217 POUNDS**

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	121,810,702	70.44%	2,640,973
CLASS II	23,138,695	13.38%	1,272,926
CLASS III	27,974,820	16.18%	2,909,975
TOTAL	**172,924,217**	**100.00%**	**6,823,874**

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS **486,790 POUNDS**

*breakdown on class I, II, & III packaged and bulk IMPORTS, page 8

** add together for total licensed grade 'A' Montana producer production

UTILIZATION OF TOTAL PRODUCER MILK DELIVERED TO IN-STATE DISTRIBUTORS SECOND HALF YEAR 1996

DISTRIBUTOR	POUNDS OF PRODUCER MILK CLASS I	CLASS II	CLASS III	TOTAL POUNDS MILK PRODUCED
JUL-DEC TOTALS				JUL-DEC TOTALS
CC	54,872,941	6,303,574	22,901,979	84,078,494
EQTY	2,180,190	968,368	133,869	3,282,427
MGBLGS	13,167,786	230,298	1,116,501	14,514,585
MGGF	25,523,411	2,416,853	1,385,242	29,325,506
MGKLSP	10,715,753	4,599,256	698,495	16,013,504
MSP	587,343	88,131	33,130	708,604
TOTALS	**107,047,424**	**14,606,480**	**26,269,216**	**147,923,120**
	72.37%	**9.87%**	**17.76%**	**100.00%**

UTILIZATION OF QUOTA MILK DELIVERED TO IN-STATE DISTRIBUTORS SECOND HALF YEAR 1996

DISTRIBUTOR	POUNDS OF QUOTA MILK CLASS I	CLASS II	CLASS III	TOTAL QUOTA POUNDS MILK PRODUCED
JUL-DEC TOTALS				JUL-DEC TOTALS
CC	59,997,050	8,146,643	8,621,688	76,765,381
EQTY	2,540,426	357,802	380,082	3,278,310
MGBLGS	10,861,616	1,483,285	1,572,962	13,917,863
MGGF	21,159,955	2,873,177	3,024,117	27,057,249
MGKLSP	12,088,027	1,636,143	1,732,409	15,456,579
MSP	542,663	73,452	77,040	693,155
TOTALS	**107,189,737**	**14,570,502**	**15,408,298**	**137,168,537**
	78.14%	**10.62%**	**11.23%**	**100.00%**

POOLED MILK INFORMATION
BASED ON 3.5% BUTTERFAT RATIO
SECOND HALF YEAR 1996

MONTH	POUNDS QUOTA MILK	POUNDS EXCESS MILK	QUOTA PRICE PER /CWT	EXCESS PRICE PER /CWT	QUOTA FAT PRICE PER POUND	EXCESS FAT PRICE PER POUND
JULY	23,325,989	1,827,973	15.5100	10.6800	1.1034324	0.9400
AUGUST	23,255,681	1,958,320	16.6400	11.8000	1.3068141	1.2600
SEPTEMBER	22,429,279	1,772,397	16.3200	11.9700	1.5051609	1.3100
OCTOBER	23,109,573	1,910,378	16.4400	11.4500	1.5064470	1.3100
NOVEMBER	22,103,894	1,631,482	16.8900	9.3200	1.5047478	1.3100
DECEMBER	22,944,125	1,654,029	15.3800	8.2300	1.1075235	0.9600
TOTAL POUNDS	137,168,541	10,754,579				
AVERAGES BASED ON 3.5% MILK			$18.4325	$11.5336	$1.3368551	$1.1842

FARM-TO-PLANT HAULING
SECOND HALF YEAR 1996

PLANT	JUL	AUG	SEPT	OCT	NOV	DEC	AVERAGE
COUNTRY CLASSICS	$0.5416	$0.5379	$0.5380	$0.5388	$0.5363	$0.6935	$0.5646
EQUITY	$0.4417	$0.4412	$0.4414	$0.4432	$0.4431	$0.4432	$0.4421
MG, BILLINGS	$0.6974	$0.6946	$0.7000	$0.7052	$0.7026	$0.6960	$0.6992
MG, GREAT FALLS	$0.9425	$0.9433	$0.9427	$0.9369	$0.9457	$0.9445	$0.9426
MG, KALISPELL	$0.5814	$0.5777	$0.5751	$0.5657	$0.5699	$0.5693	$0.5731
MONTHLY AVERAGE	$0.6398	$0.6363	$0.6367	$0.6351	$0.6350	$0.7254	$0.6514

RECEIPTS OF MILK HANDLED IN MONTANA

SECOND HALF YEAR 1996

MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS
OUT-OF-STATE DISTRIBUTORS

	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	680,911	12,215
Beginning Inventory - Bulk	1,803,085	87,572
Producer Receipts	147,923,119	5,271,814
Transfers Between Montana Plants:		
Class I Package	[1,592,402]	[19,734]
Class I Bulk	[7,137,173]	[112,420]
Class II Package	[0]	[0]
Class II Bulk	[1,514,270]	[65,492]
Class III Bulk	[565,731]	[159,569]
*** Receipts other Source - Imports into Montana:**		
Class I Package	16,984	448
Class I Package - Sterile	2,444,193	423,935
Class I Bulk	7,343,394	209,441
Class II Package	2,271,346	149,543
Class II Bulk	79,957	6,536
Class III Package	806,848	108,717
Class III Bulk	118,054	58,293
Class III Bulk:		
Ungraded	101,555	3,613
Butter in Ice Cream	0	0
Skim Powder & Water Reconstituted	10,419	0
Additives	486,790	0
Subtotal		
RECEIPTS OF MONTANA DISTRIBUTORS	**164,086,654**	**6,332,127**
PRODUCER-DISTRIBUTOR RECEIPTS	**99,788**	**3,252**
*** OUT-OF-STATE DISTRIBUTORS (IMPORTS)**	**6,827,940**	**462,875**
TOTAL RECEIPTS IN THE STATE OF MONTANA	**171,014,382**	**6,798,254**

* breakdown on class I,II, & III packaged and bulk IMPORTS, page 8

UTILIZATION OF MILK HANDLED IN MONTANA

SECOND HALF 1996
MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS

CLASS I USAGE	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	114,753,632	2,406,491
Packaged Sales STERILE (included above)	[2,444,193]	[423,935]
* Imports into Montana:		
Packaged Sales (included above)	[16,984]	[448]
Bulk Sales	[7,343,394]	[209,441]
Transfers Between MT Plants (included above):		
Packaged Sales	[1,592,383]	[19,868]
Bulk Sales	[7,137,175]	[112,422]
* * Exported:		
Packaged Sales (included above)	[8,095,944]	[160,695]
Bulk Sales	1,892,806	68,702
Closing Package Inventory	911,612	15,496
SUBTOTAL: Montana Distributors Utilization	117,558,050	2,490,689
Producer-Distributors	78,088	2,384
* Out-Of-State Distributors - Pkg.	4,880,621	125,407
TOTAL CLASS I UTILIZATION	122,516,759	2,618,480
CLASS II USAGE		
Ice Cream (frozen & mixes)	3,915,445	370,146
Cottage Cheese (all kinds)	8,291,238	61,238
Sour Cream & Dips	1,442,171	285,303
Yogurt/Egg Nog	607,803	45,052
Transfers Between MT Plants:		
Bulk Sales	[1,514,271]	[65,491]
* Imports into Montana:		
Packaged Sales	2,271,346	149,543
Bulk Sales	[79,957]	[6,536]
* * Exported:		
Packaged Sales (included above)	[1,175,467]	[58,336]
Bulk Sales	0	0
Bulk Sales - Grade 'B' Manufacturing Plants	699,008	24,783
Bulk Sales	0	0
SUBTOTAL - Montana Dist. Processing & Imports	17,227,011	936,065
Producer-Distributors	0	0
* Out-Of-State Distributors - Pkg.	6,180,912	336,862
TOTAL CLASS II UTILIZATION	23,407,923	1,272,927
CLASS III USAGE		
Butter	0	0
Hard Cheese	0	0
Transfers Between MT Plants:		
Bulk Sales	[565,730]	[159,568]
* Imports into Montana:		
Packaged Sales	806,848	108,717
Bulk Sales	[118,054]	[58,293]
* * Exported:		
Packaged Sales (included above)	[280,804]	[51,075]
Bulk Sales	23,828,286	2,202,948
Bulk Sales - Grade 'B' Manufacturing Plants	1,034,948	399,058
Livestock Feed	0	0
Dumped	175,382	6,359
Closing Bulk Inventory	1,460,349	99,577
SUBTOTAL - Montana Dist. Processing & Imports	27,305,813	2,816,659
Producer-Distributors	21,700	868
* Out-Of-State Distributors - Pkg.	647,028	126,013
TOTAL CLASS III UTILIZATION	27,974,541	2,943,540
TOTAL RECEIPTS IN MONTANA - ALL SOURCES	171,014,382	6,798,254
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	173,899,222	6,834,947
TOTAL SHRINKAGE	(2,884,840)	(36,693)

MILK IMPORTED = 24,789,336 MILK EXPORTED = 35,273,307

* breakdown on class I, II, and III packaged & bulk IMPORTS, page 8

* * breakdown on class I, II, III packaged and bulk EXPORTS, page 9

BREAKDOWN OF CLASS I, II, & III
PACKAGED AND BULK IMPORTS
SECOND HALF YEAR 1996

IMPORTS: OUT-OF-STATE DISTRIBUTORS and MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	855,687	7,341,798	549,790
Bulk	851,902	7,343,394	209,441
TOTAL CLASS I IMPORTS		**14,685,192**	**759,231**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	9,319	79,957	6,536
Ice Cream (frozen)	247,410	2,127,726	285,115
Ice Milk/Sherbert/Novelties	94,289	810,888	37,463
Regular Ice Cream Mix	13,149	112,815	15,095
MIX: Shake/MAS/Egg Nog/Yogurt	73,941	634,417	27,343
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	179,172	1,537,296	15,065
Cottage Cheese (dry)	17,420	149,462	374
Sour Cream & Dips	27,044	233,120	46,624
Yogurt	327,138	2,819,927	56,399
Sour Half & Half	3,087	26,608	2,927
TOTAL CLASS II IMPORTS		**8,532,215**	**492,941**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	13,679	118,054	58,293
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	251,099	564,973	200,904
Hard Cheese	88,309	883,090	31,791
Cream Cheese	695	5,813	2,035
TOTAL CLASS III IMPORTS		**1,571,930**	**293,023**

TOTAL POUNDS IMPORTED: CLASS I, II, & III Bulk & Package (in milk equivalents)	**24,789,336**	**1 545,195**

BREAKDOWN OF CLASS I, II, & III
PACKAGED AND BULK EXPORTS
SECOND HALF YEAR 1996

EXPORTS: MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	939,205	8,095,944	160,695
Bulk	219,838	1,892,806	68,702
TOTAL CLASS I EXPORTS		**9,988,750**	**229,397**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	0	0	0
Ice Cream (frozen)	14,912	128,247	17,185
Ice Milk/Sherbert/Novelties	7,438	63,968	2,955
Regular Ice Cream Mix	1,598	13,712	1,835
MIX: Shake/MAS/Egg Nog/Yogurt	32,015	274,689	11,839
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	69,021	592,201	12
Cottage Cheese (dry)	581	4,986	18,614
Sour Cream & Dips	10,797	93,068	92
Yogurt	533	4,597	0
Sour Half & Half	0	0	0
TOTAL CLASS II EXPORTS		**1,175,467**	**58,336**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	2,761,099	23,828,286	2,202,948
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	56,345	126,776	45,082
Hard Cheese	15,260	152,600	5,494
Cream Cheese	171	1,428	500
TOTAL CLASS III EXPORTS		**24,109,090**	**2,254,023**

TOTAL POUNDS EXPORTED: CLASS I, II, & III Bulk & Package (in milk equivalents)	**35,273,307**	**2,541 756**

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
SECOND HALF YEAR 1996

9,988,750 pounds of product and 229,397 pounds of butterfat were EXPORTED products
14,685,192 pounds of product and 759,231 pounds of butterfat were IMPORTED products

PRODUCT	1/2 Pints	Pints	Quarts	1/2 Gallons	Gallons	Dispenser Gallons	Product Pounds	BF Test	Butterfat Pounds
RAW MILK				2,268	4,520		48,624	3.691%	1,795
HOMOGENIZED MILK	727,744	103,308	423,498	1,218,285	1,232,247	47,523	17,657,385	3.284%	579,896
CHOCOLATE MILK	0	19,976	8,293	4,172	0	0	57,359	2.149%	1,233
FLAVORED LOWFAT 2% MILK	916,151	933,078	380,962	199,339	63,734	19,420	3,895,927	2.022%	78,789
LOWFAT 2% MILK	5,065,308	698,008	692,681	3,269,289	4,219,773	286,132	57,894,202	1.991%	1,152,936
LOWFAT 1% MILK	2,390,414	0	104,291	1,240,218	925,227	78,361	15,516,411	1.034%	160,393
CHOCOLATE 1%	2,504,192	0	0	0	0	504	1,353,625	1.046%	14,163
BUTTERMILK	46,727	25,441	399,403	165,483	1,084	196	1,637,762	1.063%	17,408
SKIM MILK	603,407	12,586	344,044	1,822,218	1,062,857	41,958	18,478,779	0.187%	34,573
HALF & HALF	0	99,389	67,068	0	3,654	0	280,915	10.498%	29,491
CHOCOLATE SKIM	41,653	4	24	6	2,075	0	40,455	0.237%	96
WHIPPING CREAM	470,068	53,267	4,445	486	0	0	320,580	7.653%	24,535
WHIPPING CREAM	1,675	2,078	560	0	0	96	5,004	40.810%	2,042
STERILE:									
Whipping Cream 30%	0	170,588	130,936				471,610	38.524%	181,684
Whipping Cream 40%	147,232	203,136	2,527				276,155	30.010%	82,874
Table Cream 18%		56,088					59,666	18.000%	10,740
Lactaid Milk 2%		19,860	23,248				42,798	2.000%	856
Flavored 3.25%		184,434	25,588				253,281	3.250%	8,232
	3/8 oz								
Half & Half 10.50%	7,224,265	514,477	306,253				1,385,472	10.469%	145,049
	6.5 oz	14 oz	15 oz						
Aerosol Whip 20%	10,068	24,216	12,840				37,317	20.000%	7,463
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana							116,538,740		2,402,954

MONTANA

1996 ANNUAL REPORT
MILK RECEIPTS & UTILIZATION

In prior year **1995**, licensed Montana producers sold to Montana processors **298,353,179** pounds of grade 'A' milk at a weighted average test of **3.54%**. They received a total of **$39,016,271** or a weighted average blend price of **$13.08** per hundredweight for all milk sold.

In the year **1996**, licensed Montana producers had the following:

	TOTAL PRODUCTION	QUOTA MILK AT TEST
Pounds of Milk	**291,625,360**	**271,877,535**
Average Weighted Test	**3.56%**	**3.56%**
Producer Receipts (gross)	**$43,657,415**	**$41,414,189**
Average Weighted Blend Price	**$14.97**	**$15.23**
Average Fat Blend Price	**$1.061**	**$1.069**

Montana dairy farmers had a total of **15,474** dairy animals which produced an average of **9,559** pounds each. In addition, there were **29** dairy animals owned by producer-distributors.

Based on figures from a 1996 provisional estimate by the U.S. Census Bureau, the population of Montana for the year was **879,372**. The cost to consumers for the Milk Control Program (based on fluid consumption only) was **$ .0020** per quart. Converting all milk products used by consumers to milk equivalents (including cottage cheese, ice cream, hard cheese, and butter) the cost of the program to consumers was **$ .0017** per quart.

The above calculations are based on a total expenditure by this agency for the calendar year 1996 of **$198,557**.

Per capita consumption of fluid milk in Montana using the above population figures, was **249.52** pounds or **115.79** quarts. Per capita consumption of all milk products was **279.84** pounds.

TOTAL MILK RECEIPTS IN MONTANA

1996 ANNUAL REPORT

****TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PRODUCERS** **291,625,360 POUNDS**

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	204,695,702	70.19%	3,614,757
CLASS II	27,176,985	9.32%	1,449,305
CLASS III	59,752,673	20.49%	5,313,955
TOTAL	**291,625,360**	**100.00%**	**10,378,017**

****TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST** **195,097 POUNDS**

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	157,997	80.98%	4,860
CLASS II	0	0.00%	0
CLASS III	37,100	19.02%	1,484
TOTAL	**195,097**	**100.00%**	**6,344**

***TOTAL POUNDS OF GRADE 'A' MILK IMPORTED** **54,754,132 POUNDS**

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	31,982,185	58.41%	1,392,210
CLASS II	16,813,453	30.71%	967,766
CLASS III	5,958,495	10.88%	745,369
TOTAL	**54,754,132**	**100.00%**	**3,105,345**

TOTAL MILK RECEIVED FROM UNGRADED GRADE 'B' SOURCES **266,419 POUNDS**

TOTAL UTILIZATION OF UNGRADED SOURCES:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**266,419**	**100.00%**	**9,539**

TOTAL RECONSTITUTION (skim powder and water) **20,019 POUNDS**

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**20,019**	**100.00%**	**0**

***TOTAL MILK FROM ALL SOURCES** **346,861,027 POUNDS**

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	236,835,883	68.28%	5,011,827
CLASS II	43,990,438	12.68%	2,417,071
CLASS III	66,034,706	19.04%	6,070,347
TOTAL	**346,861,027**	**100.00%**	**13,499,245**

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS **486,790 POUNDS**

*breakdown on class I, II, & III packaged and bulk IMPORTS, page 8

** add together for total licensed grade 'A' Montana producer production

UTILIZATION OF TOTAL PRODUCER MILK DELIVERED TO IN-STATE DISTRIBUTORS 1996 ANNUAL REPORT

DISTRIBUTOR	POUNDS OF PRODUCER MILK CLASS I	CLASS II	CLASS III	TOTAL POUNDS MILK PRODUCED
YEAR TOTALS				YEAR TOTALS
CC	98,149,835	11,385,844	51,694,124	161,229,803
EQTY	5,793,093	1,516,250	406,154	7,715,497
MGBLGS	27,834,479	420,027	2,328,457	30,582,963
MGGF	50,057,735	4,602,563	3,622,123	58,282,421
MGKLSP	21,655,941	9,075,541	1,636,153	32,367,635
MSP	1,204,620	176,760	65,662	1,447,042
TOTALS	204,695,703	27,176,985	59,752,673	291,625,361
	70.19%	9.32%	20.49%	100.00%

UTILIZATION OF QUOTA MILK DELIVERED TO IN-STATE DISTRIBUTORS 1996 ANNUAL REPORT

DISTRIBUTOR	POUNDS OF QUOTA MILK CLASS I	CLASS II	CLASS III	TOTAL QUOTA POUNDS MILK PRODUCED
YEAR TOTALS				YEAR TOTALS
CC	112,082,198	14,897,666	21,864,470	148,844,334
EQTY	5,717,197	764,321	1,179,520	7,661,038
MGBLGS	21,952,728	2,894,153	4,327,635	29,174,516
MGGF	40,518,434	5,360,846	7,892,776	53,772,056
MGKLSP	23,392,794	3,085,915	4,571,701	31,050,410
MSP	1,038,320	136,638	200,220	1,375,178
TOTALS	204,701,671	27,139,539	40,036,322	271,877,532
	75.29%	9.98%	14.73%	100.00%

POOLED MILK INFORMATION
BASED ON 3.5% BUTTERFAT RATIO
1996 ANNUAL REPORT

1996 YEARLY AVERAGES	POUNDS QUOTA MILK	POUNDS EXCESS MILK	QUOTA PRICE PER /CWT	EXCESS PRICE PER /CWT	QUOTA FAT PRICE PER POUND	EXCESS FAT PRICE PER POUND
JANUARY	22,894,204	1,400,770	14.7600	10.6400	1.0585015	0.9300
FEBRUARY	21,091,156	1,137,356	14.5700	9.5900	0.7298001	0.6300
MARCH	22,175,244	1,514,596	14.0800	9.7700	0.7771458	0.6800
APRIL	22,261,088	1,504,982	13.9400	9.4500	0.6873407	0.5900
MAY	23,472,542	1,744,162	14.1900	9.4500	0.6959971	0.5900
JUNE	22,814,760	1,691,381	14.0000	9.8400	0.7927779	0.7000
JULY	23,325,989	1,827,973	15.5100	10.6800	1.1034324	0.9400
AUGUST	23,255,681	1,958,320	16.6400	11.8000	1.3068141	1.2600
SEPTEMBER	22,429,279	1,772,397	16.3200	11.9700	1.5051609	1.3100
OCTOBER	23,109,573	1,910,378	16.4400	11.4500	1.5064470	1.3100
NOVEMBER	22,103,894	1,631,482	16.8900	9.3200	1.5047478	1.3100
DECEMBER	22,944,125	1,654,029	15.3800	8.2300	1.1075235	0.9600
TOTAL POUNDS	271,877,535	19,747,826				
AVERAGES BASED ON 3.5% MILK			$15.2267	$10.1825	$1.0646	$0.9342

FARM-TO-PLANT HAULING
1996 ANNUAL REPORT

PLANT	POUNDS HAULED	COST OF HAULING	AVERAGE FOR 1996
COUNTRY CLASSICS	161,229,803	$879,532.39	$0.5455
EQUITY	7,715,497	$32,218.64	$0.4176
MG, BILLINGS	30,582,963	$211,503.46	$0.6916
MG, GREAT FALLS	58,530,253	$552,803.62	$0.9445
MG, KALISPELL	32,367,635	$191,245.99	$0.5909
YEARLY TOTALS	290,426,151	$1,867,304.10	$0.6430

RECEIPTS OF MILK HANDLED IN MONTANA

1996 ANNUAL REPORT

MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS
OUT-OF-STATE DISTRIBUTORS

	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	930,359	16,835
Beginning Inventory - Bulk	1,670,812	86,964
Producer Receipts	291,625,360	10,378,017
Transfers Between Montana Plants:		
Class I Package	[3,808,028]	[50,433]
Class I Bulk	[9,284,237]	[151,809]
Class II Package	[0]	[0]
Class II Bulk	[2,251,827]	[97,279]
Class III Bulk	[869,337]	[234,860]
*** Receipts other Source - Imports Into Montana:**		
Class I Package	29,965	774
Class I Package - Sterile	4,390,357	749,642
Class I Bulk	18,740,260	419,102
Class II Package	4,791,593	328,298
Class II Bulk	894,972	47,688
Class III Package	1,301,587	186,291
Class III Bulk	1,042,968	292,780
Class III Bulk:		
Ungraded	266,419	9,539
Butter in Ice Cream	0	0
Skim Powder & Water Reconstituted	20,019	0
Additives	972,248	0
Subtotal		
RECEIPTS OF MONTANA DISTRIBUTORS	**326,676,918**	**12,515,930**
PRODUCER-DISTRIBUTOR RECEIPTS	**195,097**	**6,344**
*** OUT-OF-STATE DISTRIBUTORS (IMPORTS)**	**18,681,804**	**955,362**
TOTAL RECEIPTS IN THE STATE OF MONTANA	**345,553,819**	**13,477,636**

* breakdown on class I,II, & III packaged and bulk IMPORTS, page 8

UTILIZATION OF MILK HANDLED IN MONTANA

1996 ANNUAL REPORT
MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS

CLASS I USAGE	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	226,333,735	4,681,660
Packaged Sales STERILE (included above)	[4,390,357]	[749,642]
* Imports into Montana:		
Packaged Sales (Included above)	[29,965]	[774]
Bulk Sales	[18,740,260]	[419,102]
Transfers Between MT Plants (included above):		
Packaged Sales	[3,808,013]	[50,822]
Bulk Sales	[9,188,035]	[148,978]
* * Exported:		
Packaged Sales (Included above)	[15,896,206]	[312,774]
Bulk Sales	1,892,806	68,702
Closing Package Inventory	911,612	15,496
SUBTOTAL: Montana Distributors Utilization	229,138,153	4,765,858
Producer-Distributors	157,997	4,860
* Out-Of-State Distributors - Pkg.	8,821,603	222,692
TOTAL CLASS I UTILIZATION	238,117,753	4,993,410
CLASS II USAGE		
Ice Cream (frozen & mixes)	7,963,313	750,704
Cottage Cheese (all kinds)	16,061,861	122,729
Sour Cream & Dips	2,676,899	530,404
Yogurt/Egg Nog	611,727	45,138
Transfers Between MT Plants:		
Bulk Sales	[2,224,197]	[96,001]
* Imports into Montana:		
Packaged Sales	4,791,593	328,298
Bulk Sales	[894,972]	[47,688]
* * Exported:		
Packaged Sales (included above)	[2,306,297]	[117,550]
Bulk Sales	0	0
Bulk Sales - Grade 'B' Manufacturing Plants	1,349,566	48,096
Bulk Sales	0	0
SUBTOTAL - Montana Dist. Processing & Imports	33,454,959	1,825,369
Producer-Distributors	0	0
* Out-Of-State Distributors - Pkg.	11,128,883	591,780
TOTAL CLASS II UTILIZATION	44,581,842	2,417,149
CLASS III USAGE		
Butter	19,394	7,176
Hard Cheese	0	0
Transfers Between MT Plants:		
Bulk Sales	[863,903]	[234,070]
* Imports into Montana:		
Packaged Sales	1,301,587	186,291
Bulk Sales	[1,042,968]	[292,780]
* * Exported:		
Packaged Sales (included above)	[1,411,634]	[90,402]
Bulk Sales	53,990,646	4,524,466
Bulk Sales - Grade 'B' Manufacturing Plants	2,709,973	918,568
Livestock Feed	0	0
Dumped	393,193	14,239
Closing Bulk Inventory	1,460,349	99,577
SUBTOTAL - Montana Dist. Processing & Imports	59,875,142	5,750,317
Producer-Distributors	37,100	1,484
* Out-Of-State Distributors - Pkg.	3,613,940	266,298
TOTAL CLASS III UTILIZATION	63,526,182	6,018,099
TOTAL RECEIPTS IN MONTANA - ALL SOURCES	345,553,819	13,477,636
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	346,225,776	13,428,658
TOTAL SHRINKAGE	(671,957)	48,878

MILK IMPORTED = 54,754,132 **MILK EXPORTED = 74,599,955**

* breakdown on class I, II, and III packaged & bulk IMPORTS, page 8

* * breakdown on class I, II, III packaged and bulk EXPORTS, page 9

BREAKDOWN OF CLASS I, II, & III
PACKAGED AND BULK IMPORTS
1996 ANNUAL REPORT

IMPORTS: OUT-OF-STATE DISTRIBUTORS and MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	1,543,348	13,241,925	973,108
Bulk	2,174,044	18,740,260	419,102
TOTAL CLASS I IMPORTS		**31,982,185**	**1,392,210**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	104,309	894,972	47,688
Ice Cream (frozen)	461,001	3,964,607	531,257
Ice Milk/Sherbert/Novelties	197,339	1,697,118	78,407
Regular Ice Cream Mix	30,148	258,666	34,610
MIX: Shake/MAS/Egg Nog/Yogurt	137,341	1,178,388	50,788
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	357,700	3,069,068	30,076
Cottage Cheese (dry)	33,905	290,907	728
Sour Cream & Dips	51,548	444,344	88,869
Yogurt	575,341	4,959,437	99,189
Sour Half & Half	6,490	55,947	6,154
TOTAL CLASS II IMPORTS		**16,813,453**	**967,766**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	120,854	1,042,968	292,780
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	378,406	851,414	302,762
Hard Cheese	405,291	4,052,910	145,905
Cream Cheese	1,338	11,203	3,922
TOTAL CLASS III IMPORTS		**5,958,495**	**745,369**

TOTAL POUNDS IMPORTED: CLASS I, II, & III Bulk & Package (in milk equivalents)	**54,754,132**	**3,105,345**

BREAKDOWN OF CLASS I, II, & III
PACKAGED AND BULK EXPORTS
1996 ANNUAL REPORT

EXPORTS: MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	1,844,107	15,896,206	312,774
Bulk	219,838	1,892,806	68,702
TOTAL CLASS I EXPORTS		**17,789,012**	**381,476**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	0	0	0
Ice Cream (frozen)	28,464	244,787	32,801
Ice Milk/Sherbert/Novelties	10,721	92,201	4,259
Regular Ice Cream Mix	9,547	81,915	10,961
MIX: Shake/MAS/Egg Nog/Yogurt	53,505	459,077	19,786
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	142,132	1,219,495	18,952
Cottage Cheese (dry)	1,225	10,510	18,733
Sour Cream & Dips	21,783	187,768	92
Yogurt	1,223	10,544	0
Sour Half & Half	0	0	0
TOTAL CLASS II EXPORTS		**2,306,296**	**117,535**

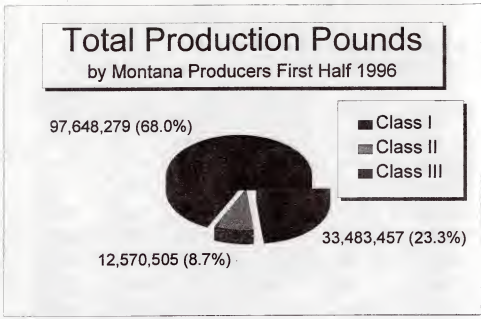
CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	6,256,158	53,990,646	4,524,466
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	98,736	222,156	78,999
Hard Cheese	28,899	288,990	10,404
Cream Cheese	341	2,855	999
TOTAL CLASS III EXPORTS		**54,504,647**	**4,614,867**

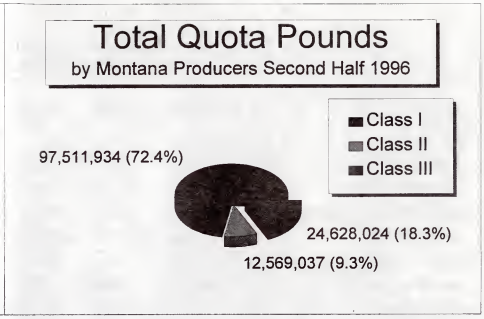
TOTAL POUNDS EXPORTED: CLASS I, II, & III Bulk & Package (in milk equivalents)	**74,599,955**	**5,113,878**

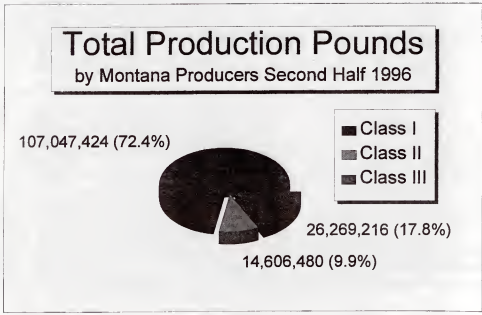
BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
1996 ANNUAL REPORT

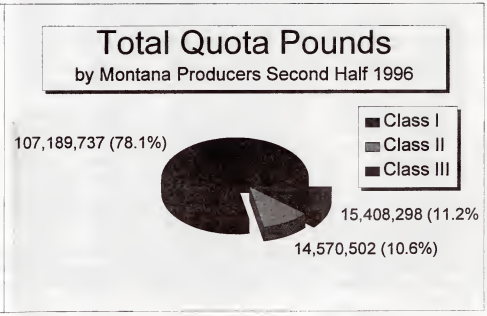
17,789,012 pounds of product and 381,476 pounds of butterfat were EXPORTED products
31,982,185 pounds of product and 1,392,210 pounds of butterfat were IMPORTED products

PRODUCT	1/2 Pints	Pints	Quarts	1/2 Gallons	Gallons	Dispenser Gallons	Product Pounds	BF Test	Butterfat Pounds
RAW MILK				4,680	9,282		99,949	3.702%	3,700
HOMOGENIZED MILK	1,536,148	193,008	819,629	2,366,235	2,433,625	94,103	34,708,635	3.286%	1,140,663
CHOCOLATE MILK	0	34,702	12,692	5,817	0	187	91,329	2.265%	2,069
FLAVORED LOWFAT 2% MILK	3,115,700	1,690,951	705,050	381,094	127,460	38,053	8,089,360	1.999%	161,743
LOWFAT 2% MILK	12,018,221	1,272,496	1,320,582	6,360,074	8,292,074	558,267	114,165,081	1.994%	2,276,618
LOWFAT 1% MILK	4,210,322	0	199,471	2,462,183	1,821,790	152,740	30,340,554	1.031%	312,832
CHOCOLATE 1%	4,856,227	6,059	5,863	2,970	0	504	2,652,922	1.065%	28,257
BUTTERMILK	89,364	52,987	560,590	326,670	2,240	388	3,229,661	1.086%	35,079
SKIM MILK	1,277,124	28,099	660,990	3,621,426	2,073,490	82,047	36,374,024	0.191%	69,480
HALF & HALF	0	231,750	123,256	0	6,046	0	562,929	10.670%	60,063
CHOCOLATE SKIM	90,716	1,146	220	6	3,528	0	81,113	0.244%	198
WHIPPING CREAM	482,487	84,245	7,959	1,083	0	0	369,623	10.896%	40,276
WHIPPING CREAM	3,673	3,633	3,988	0	0	156	15,338	38.168%	5,854
STERILE:									
Whipping Cream 30%	0	300,375	236,608				827,811	38.662%	320,048
Whipping Cream 40%	251,500	332,564	2,527				467,022	30.006%	140,134
Table Cream 18%		100,730					107,156	18.000%	19,288
Lactaid Milk 2%		19,860	46,496				92,897	2.104%	1,955
Flavored 3.25%		346,705	47,478				474,786	3.195%	15,168
	3/8 oz								
Half & Half 10.50%	13,815,850	873,619	569,493				2,497,092	10.485%	261,817
	6.5 oz	14 oz	15 oz						
Aerosol Whip 20%	18,660	42,876	23,328				66,968	20.000%	13,393
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana							232,139,663		4,777,341


Total Production Pounds
by Montana Producers First Half 1996
97,648,279 (68.0%)
Class I
Class II
Class III
33,483,457 (23.3%)
12,570,505 (8.7%)

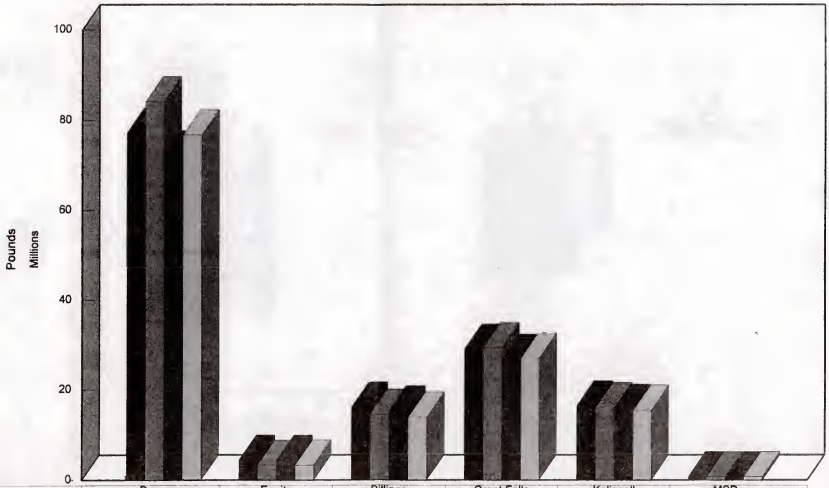

Total Quota Pounds
by Montana Producers Second Half 1996
Class I
Class II
Class III
97,511,934 (72.4%)
24,628,024 (18.3%)
12,569,037 (9.3%)


Total Production Pounds
by Montana Producers Second Half 1996
107,047,424 (72.4%)
Class I
Class II
Class III
26,269,216 (17.8%)
14,606,480 (9.9%)


Total Quota Pounds
by Montana Producers Second Half 1996
107,189,737 (78.1%)
Class I
Class II
Class III
15,408,298 (11.2%
14,570,502 (10.6%)

Comparison of Quota & Production Pounds

by Montana Plants for the year of 1996

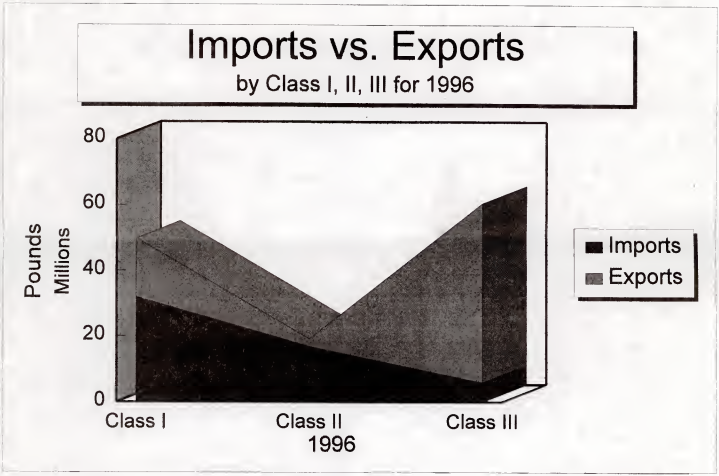


1996	Bozeman	Equity	Billings	Great Falls	Kalispell	MSP
Production lbs. 1st Half	77,151,309	4,433,070	16,068,378	28,956,915	16,354,131	738,438
Production lbs. 2nd Half	84,078,494	3,282,427	14,514,585	29,325,506	16,013,504	708,604
Quota lbs. 1st Half	72,078,953	4,382,728	15,256,653	26,714,807	15,593,831	682,023
Quota lbs. 2nd Half	76,765,381	3,278,310	13,917,863	27,057,249	15,456,579	693,155

Comparison of Quota & Production Pounds

by Montana Plants for the year of 1996

1996	Country Classic	Equity	Meadow Gold	MSP
Production lbs. 1st Half	77,151,309	4,433,070	61,379,424	738,438
Production lbs. 2nd Half	84,078,494	3,282,427	59,853,595	708,604
Quota lbs. 1st Half	72,078,953	4,382,728	57,565,291	682,023
Quota lbs. 2nd Half	76,765,381	3,278,310	40,975,112	693,155


Imports vs. Exports
by Class I, II, III for 1996
Pounds
Millions
80
60
40
20
0
Class I
Class II
Class III
1996
Imports
Exports